

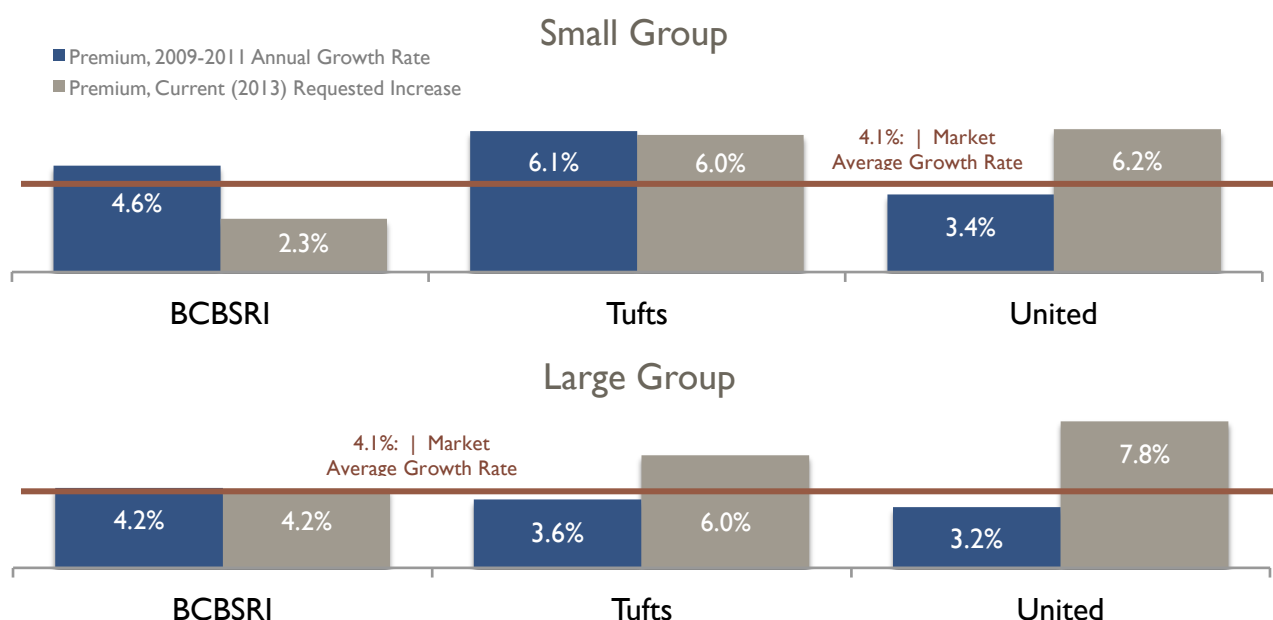


2012 Insurer Rate Review

Historical Experience Analysis

2009-2011: Earned Premiums Grew by 4.1% Annually

Per Member, Per Month (PMPM)



About this Report

This report is part of a series that explores Rhode Island's Rate Review process.

The Office of the Health Insurance Commissioner (OHIC) annually reviews small and large group health insurance rate increases for the upcoming year. OHIC collects the requests, backup data, and other information to support its final decision. In this report, we present quarterly and annual trend data from the first quarter of 2009 (Q1 2009), through the fourth quarter of 2011 (Q4 2011).

The chart above compares the increase that health insurance companies are requesting for next year's premiums to how their total earned premium grew on an annual basis between 2009 to 2011.

Earned premiums refers to the premiums insurers collected during the three year period and takes into account changing plan benefits. *Requested increase* refers to the amount companies expect their premium needs to increase from 2012 to 2013 if benefits stayed the same. Because consumers are increasingly buying less rich benefit packages to save money, earned premium growth would likely be higher if it was also benefit-neutral.

For the two largest companies, Blue Cross Blue Shield of Rhode Island (BCBSRI) and United Healthcare (United), per member per month premiums grew at an average rate of under 5% per

year between 2009 and 2011. In both the small and large group markets, BCBSRI's requested rate increases for 2013 are lower than prior premium growth while United's requests are higher.

All companies included "prior period adjustments", or offsets for unexpectedly fewer (United, BCBSRI) or greater (Tufts) medical claims during 2012, in their projections, lowering United and BCBSRI's final requests and raising Tufts'. BCBSRI's request also includes one-time savings from a renegotiated pharmacy benefit management contract.

Tufts Health Plan (Tufts) is requesting a 6.0% increase in both the small and large group markets. Tufts entered the Rhode Island market in 2009 and, though growing, accounts for less than 2% of the total member months. Its member experience is thus more volatile and less credible than the other participants throughout this report.

Why are premiums rising?

Health insurance companies set next year's premiums by projecting how much money the company will need to cover medical costs, administration, and other expenses. Companies estimate next year's costs using previous years' experience.

Medical spending, the largest component of a premium rate, has risen by 6.8% per member, per month (PMPM) since 2009. In other words, insurers spent 6.8% more on medical services per member month in 2011 than

they did 2009, a 3.3% annual growth rate. During the same time period, total earned premium increased 8.3%, PMPM or 4.1% per year. Medical spending refers to the amount of money the company paid to providers and does not include the member's share of costs. As such, it reflects changing – namely, leaner – benefit choices.

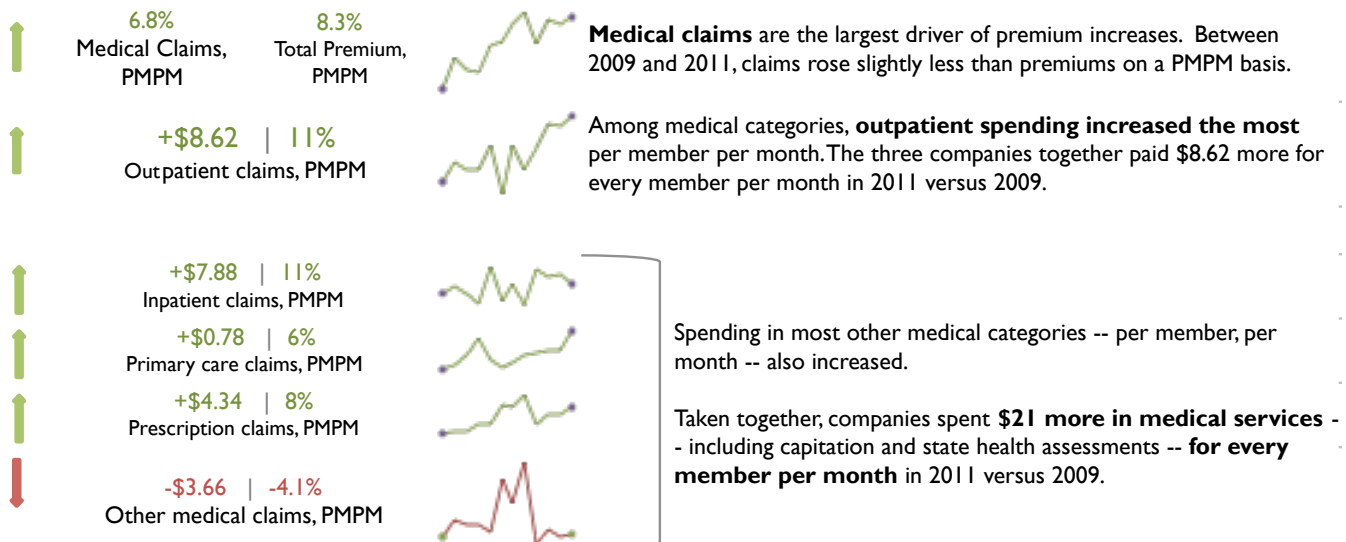
Rising outpatient costs (+\$8.62, 2009-2011) were the main driver of higher overall medical spending, followed by inpatient costs (+\$7.88) and prescription claims (+\$4.34).

PMPM Change, 2009 through 2011 Small and Large Group Combined

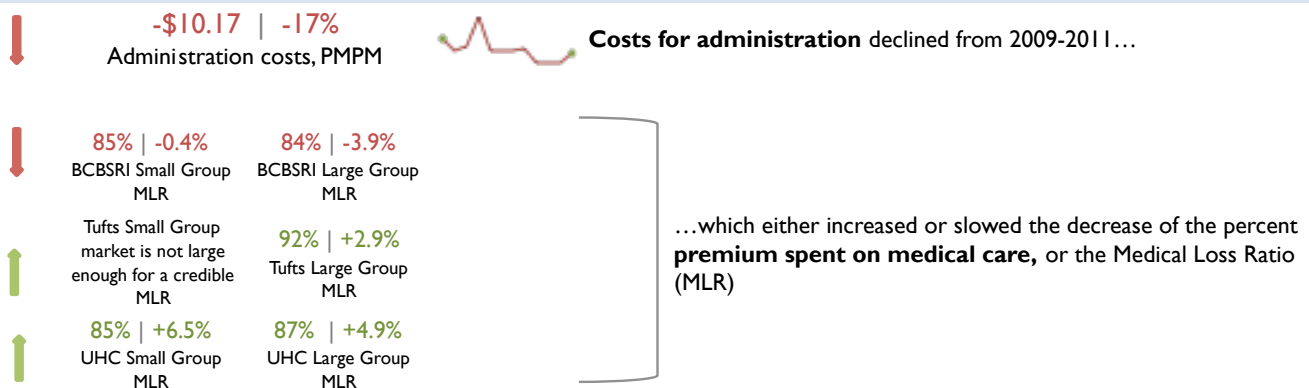
Quarterly Trend



What's behind this trend?



What else impacts premium?



Medical Claims and Premiums

Annual Change, 2009 – 2011

As the largest driver of premium changes, the trend in medical spending deserves close attention. As the charts below show, both total market premiums (PMPM) and total market medical claims (PMPM) rose between 2009 and 2010 and between 2010 and 2011.

While premium growth in the two periods held steady around 4.0%, PMPM medical spending growth fell from 6.1% in 2009-2010 to 0.7% in 2010-2011, reflecting a nation-wide trend of slower growth in medical costs during the recession. (Centers for Medicare and Medicaid Services)

A pattern of benefit buy-down – the purchase of health insurance plans with less rich benefits, lower premiums, and more costs borne by the consumer – may also drive this shift.

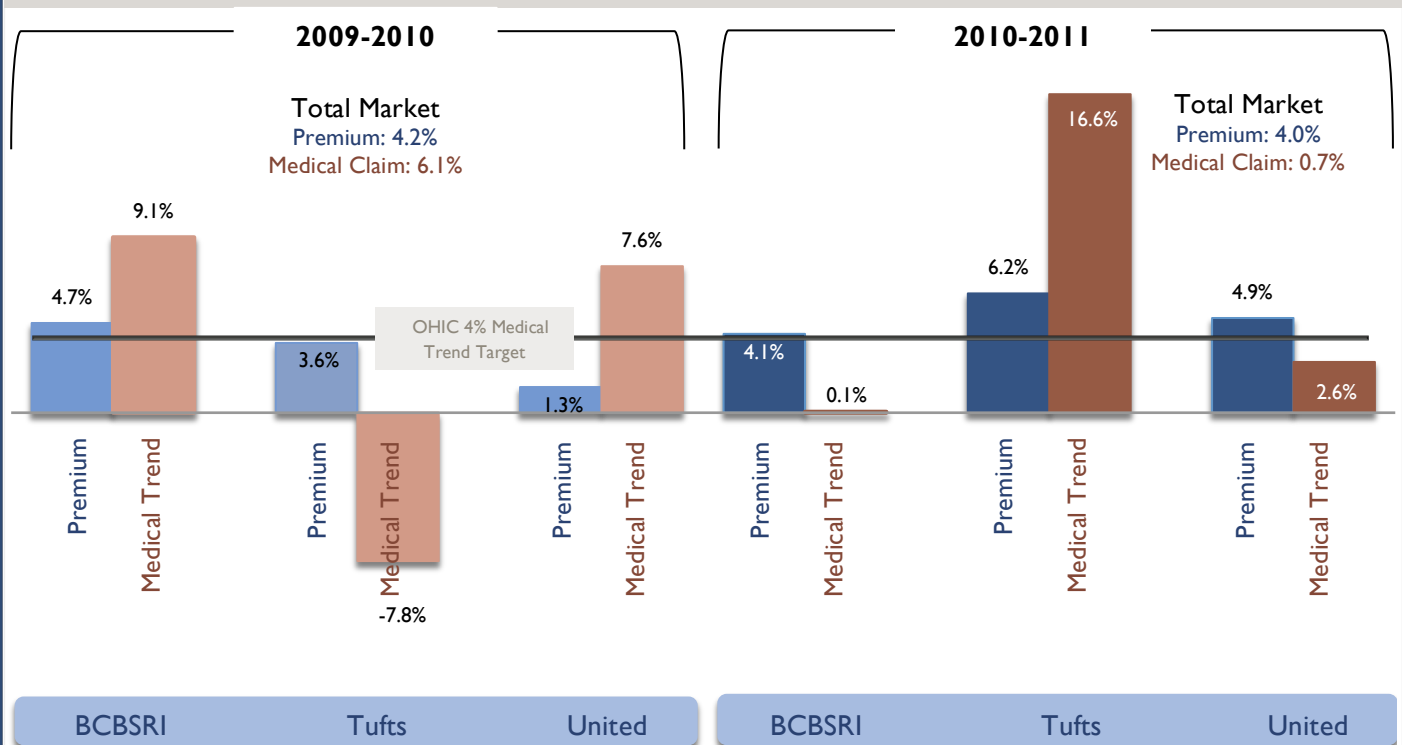
At the company level, medical spending at both United and BCBSRI rose above premium growth in

2010 and 2011. Tufts, a new market entrant, saw wider variability than its competitors due to few member months coupled with significant growth during the three-year period.

The chart also highlights OHIC's 4% medical trend target, which was issued in December 2011 at the guidance of the Health Insurance Advisory Council (HIAC). For the 2013 rate year, companies were expected to file medical trend growth rates of less than 4% from 2012. Both BCBSRI and United experienced medical spend growth well below 4% in the most recent period.

As discussed above, future rate increases like the medical trend target, are benefit neutral – they are the projected change in spending if benefits stayed constant – while prior year spending reflects changes in benefit packages.

Premiums and Medical Spending | Annual Percent Change Small + Large Group



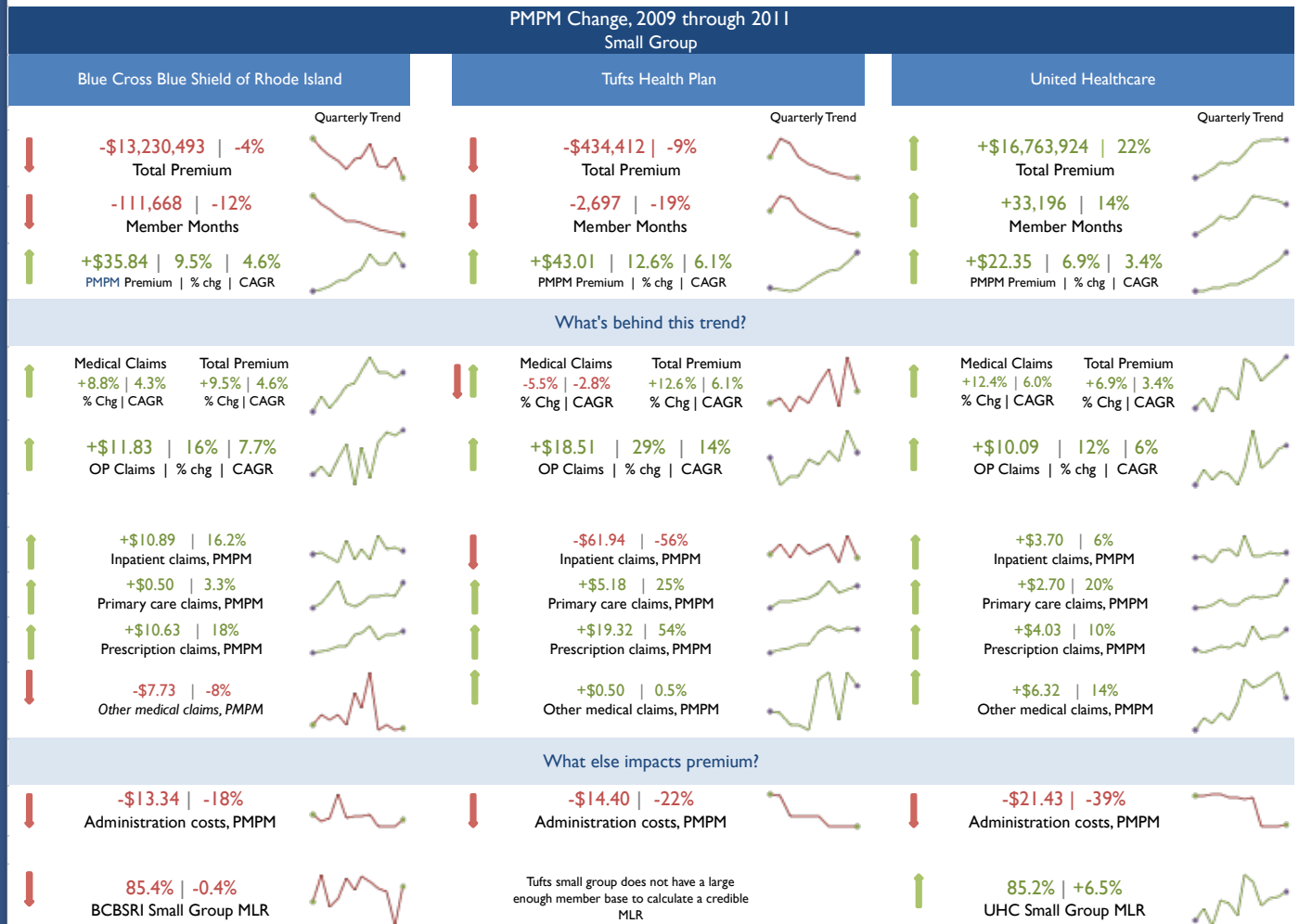
Trends in Premium Drivers: Small Groups

Similar to the total market analysis on page 2, the figures below explain how changes in individual components of spending – specifically spending on medical care – compare to changes in total premium paid in the small group market *for each company*.

Both Tufts and BCBSRI lost membership in the small group market through the fourth quarter of 2011 while United added 33, 196 member months to its books. Because total premiums fell at a slower rate than members left, the average premium per member, per month rose at each company, ranging from +\$22.35 at United to +\$43.01 at Tufts. As with the overall market, the main driver of increased medical spending was outpatient claims at BCBSRI (+\$11.83) and United (+\$10.09) and prescription claims at Tufts (+\$19.32). Administration costs (PMPM) fell across the board and the medical loss ratio – the percent of premiums spent on medical claims – fell at BCBSRI while rising at United.

What is PMPM?

In order to understand whether spending and premiums are changing because of new membership or because utilization, price, benefit design, or company practices are influencing care patterns, we compare *per member, per month* (PMPM) figures. For instance, while total inpatient claims at BCBSRI have fallen significantly, PMPM inpatient claims have risen by \$10.89 since 2009 because membership fell at a slower rate than did inpatient spending.



The historical figures above are overall or annualized trend covering the period between 2009 and 2011

The sparklines – small line graphs – show quarterly changes in the given metric and may differ from annual trends

CAGR: Compound Annual Growth Rate; the annualized rate of change over the multi-year time period

MLR: Medical Loss Ratio; the percentage of premium that covers medical costs in a given period

Trends in Premium Drivers: Large Groups

In contrast to the small group trends above, Tufts added a significant number of member months (22,622, or a 96% increase) while United lost almost 80,000, a 17% decrease. Overall, membership fell – or rose in the case of Tufts -- at a slower rate than premiums, leading to higher per member per month premiums. Except for BCBSRI, medical claims also outpaced premium growth, PMPM. Similar to the small group market, outpatient spending was a main driver of increased medical claims during this period, as was Other Medical claims at Tufts.

Administration costs (PMPM) have also fallen at each company, ranging from -\$5.87 at BCBSRI to -\$16.68 at United. This category is comprised of cost containment, claims adjustment, operating expenses, commissions, and taxes. Higher medical claims and lower administrative costs again combined for a higher medical loss ratio at both United and Tufts and a slight drop at BCBSRI.

What is CAGR?

The compound annual growth rate, or CAGR, is the average annual change in a given piece of data. It gives an annual benchmark against which we can compare other annual figures, such as OHIC's 4% medical trend target.

For instance, BCBSRI's large group premiums, PMPM, grew by 8.7% from 2009 to 2011 – a CAGR of 4.2%.

PMPM Change, 2009 through 2011 Large Group								
Blue Cross Blue Shield of Rhode Island			Tufts Health Plan			United Healthcare		
↓	-\$40,351,256	-7%	↑	+\$9,753,346	110%	↓	-\$17,761,232	-11%
	Total Premium			Total Premium			Total Premium	
↓	-238,078	-14%	↑	+22,622	96%	↓	-78,018	-17%
	Member Months			Member Months			Member Months	
↑	+\$31.64	8.7%	↑	+\$27.73	7.4%	↑	\$22.35	6.6%
	PMPM Premium % chg CAGR			PMPM Premium % chg CAGR			PMPM Premium % chg CAGR	
What's behind this trend?								
↑	Medical Claims	Total Premium	↑	Medical Claims	Total Premium	↑	Medical Claims	Total Premium
	+4.4% 2.2%	+8.7% 4.2%		+10.5% 5.1%	+7.4% 3.6%		+10.4% 5.1%	+6.6% 3.2%
	% Chg CAGR	% Chg CAGR		% Chg CAGR	% Chg CAGR		% Chg CAGR	% Chg CAGR
↑	+\$6.37	8% 4%	↑	+\$12.79	15% 7%	↑	+\$7.88	9% 4%
	OP Claims % chg CAGR			OP Claims % chg CAGR			OP Claims % chg CAGR	
↑	+\$7.84	11%	↓	-\$4.26	-5%	↑	+\$8.79	13%
	Inpatient claims, PMPM			Inpatient claims, PMPM			Inpatient claims, PMPM	
↑	+\$0.33	3%	↑	+\$2.51	13%	↑	+\$1.11	7%
	Primary care claims, PMPM			Primary care claims, PMPM			Primary care claims, PMPM	
↑	+\$1.70	3.2%	↑	+\$6.27	11%	↑	+\$1.92	4%
	Prescription claims, PMPM			Prescription claims, PMPM			Prescription claims, PMPM	
↓	-\$4.95	-5%	↑	+\$18.02	20%	↑	+\$5.93	12%
	Other medical claims, PMPM			Other medical claims, PMPM			Other medical claims, PMPM	
What else impacts premium?								
↓	-\$5.87	-10%	↓	-\$8.93	-15%	↓	-\$16.68	-33%
	Administration costs, PMPM			Administration costs, PMPM			Administration costs, PMPM	
↓	84.4%	-3.9%	↑	92.4%	+2.6%	↑	87.4%	+4.9%
	BCBSRI Large Group MLR			Tufts Large Group MLR			UHC Large Group MLR	

The historical figures above are overall or annualized trend covering the period between 2009 and 2011

The sparklines – small line graphs – show quarterly changes in the given metric and may differ from annual trends

CAGR: Compound Annual Growth Rate; the annualized rate of change over the multi-year time period

MLR: Medical Loss Ratio; the percentage of premium that covers medical costs in a given period

Appendix: Total Market Experience

Source of data for the following appendices: 2012 Rate Factor Review, as submitted by the three largest commercial carriers in Rhode Island to the Office of the Health Insurance Commissioner (OHIC). More information available at www.ohic.ri.gov

Total Market reflects the sum of all small group and large group data

Administration (PMPM) is the sum of Cost Containment Expenses, Claim Adjustment Expenses, Operating Expenses, Premium Taxes, and Commissions divided by Member Months

CAGR: Compound Annual Growth Rate; the annualized rate of change over the multi-year time period

MLR: Medical Loss Ratio; the percentage of premium that covers medical costs in a given period

Total Market, Small and Large Group Combined				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Earned Premium	Earned Premium	Incurred Claims Total	Incurred Claims	Incurred Claims IP	Incurred Claims IP	Incurred Claims OP	Incurred Claims OP	Incurred Claims OP	Incurred Claims OP
1 (Oldest)	3/31/09	22,820	855,255	\$306,978,607	\$358.93	\$259,913,156	\$303.90	\$59,695,417	\$69.80	\$65,900,631	\$77.05		
2	6/30/09	21,286	845,224	\$306,970,647	\$363.18	\$269,431,070	\$318.77	\$61,084,793	\$72.27	\$68,633,964	\$81.20		
3	9/30/09	19,871	835,817	\$303,025,910	\$362.55	\$261,546,476	\$312.92	\$57,754,996	\$69.10	\$66,508,761	\$79.57		
4	12/31/09	19,529	835,898	\$305,329,309	\$365.27	\$260,958,762	\$312.19	\$54,622,721	\$65.35	\$66,383,139	\$79.42		
5	3/31/10	13,245	783,785	\$293,672,118	\$374.68	\$253,987,984	\$324.05	\$63,543,669	\$81.07	\$66,171,376	\$84.43		
6	6/30/10	18,123	783,400	\$293,620,757	\$374.80	\$255,562,747	\$326.22	\$52,149,938	\$66.57	\$58,420,455	\$74.57		
7	9/30/10	18,153	778,689	\$293,947,770	\$377.49	\$259,610,060	\$333.39	\$57,451,277	\$73.78	\$65,638,835	\$84.29		
8	12/31/10	18,191	772,970	\$296,303,587	\$383.33	\$262,592,283	\$339.72	\$49,685,923	\$64.28	\$61,309,602	\$79.32		
9	3/31/11	21,011	760,461	\$296,464,627	\$389.85	\$247,425,460	\$325.36	\$60,897,832	\$80.08	\$63,735,221	\$83.81		
10	6/30/11	19,013	751,751	\$298,166,014	\$396.63	\$252,478,969	\$335.85	\$57,857,792	\$76.96	\$66,770,734	\$88.82		
11	9/30/11	19,083	745,267	\$291,121,160	\$390.63	\$248,983,421	\$334.09	\$57,756,234	\$77.50	\$65,992,435	\$88.55		
12	12/31/11	17,662	740,072	\$291,292,548	\$393.60	\$249,381,530	\$336.97	\$54,374,767	\$73.47	\$67,045,333	\$90.59		
Quarterly Data	Change	-5,158	-115,183	-\$15,686,059	\$34.67	-\$10,531,626	\$33.07	-\$5,320,650	\$3.67	\$1,144,702	\$13.54		
	% Change	-22.6%	-13.5%	-5.1%	9.7%	-4.1%	10.9%	-8.9%	5.3%	1.7%	17.6%		
	CAGR	-8.9%	-5.1%	-1.9%	3.4%	-1.5%	3.8%	-3.3%	1.9%	0.6%	6.1%		
	2009	83,506	3,372,194	\$1,222,304,472	\$362.47	\$1,051,849,464	\$311.92	\$233,157,927	\$69.14	\$267,426,494	\$79.30		
	2010	67,712	3,118,844	\$1,177,544,232	\$377.56	\$1,031,753,074	\$330.81	\$222,830,807	\$71.45	\$251,540,269	\$80.65		
Full Year Data	2011	76,769	2,997,551	\$1,177,044,350	\$392.67	\$998,269,379	\$333.03	\$230,886,625	\$77.03	\$263,543,723	\$87.92		
	Change	-6,736	-374,643	-\$45,260,122	\$30.20	-\$53,580,085	\$21.11	-\$2,271,301	\$7.88	-\$3,882,772	\$8.62		
	% Change	-8.1%	-11.1%	-3.7%	8.3%	-5.1%	6.8%	-1.0%	11.4%	-1.5%	10.9%		
	CAGR	-4.1%	-5.7%	-1.9%	4.1%	-2.6%	3.3%	-0.5%	5.5%	-0.7%	5.3%		

				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Incurred Claims Primary Care	Incurred Claims Primary Care	Incurred Claims Other M/S	Incurred Claims Other M/S	Incurred Claims Rx	Incurred Claims Rx	Loss Ratio	Administration	Loss Ratio	Administration
1 (Oldest)	3/31/09	22,820	855,255	\$10,868,539	\$91.76	\$72,915,495	\$461.14	\$44,414,361	\$275.34	85.2%	\$61.15		
2	6/30/09	21,286	845,224	\$10,934,959	\$92.32	\$78,312,717	\$510.72	\$44,512,443	\$286.61	88.3%	\$56.27		
3	9/30/09	19,871	835,817	\$11,501,932	\$94.41	\$75,274,493	\$468.04	\$44,036,755	\$290.59	86.8%	\$58.20		
4	12/31/09	19,529	835,898	\$12,479,773	\$102.72	\$75,551,263	\$498.10	\$45,410,783	\$303.87	86.0%	\$70.68		
5	3/31/10	13,245	783,785	\$10,391,491	\$96.00	\$68,420,485	\$469.28	\$42,843,887	\$297.85	87.2%	\$55.25		
6	6/30/10	18,123	783,400	\$10,048,489	\$94.62	\$84,837,960	\$523.02	\$47,477,870	\$318.12	87.8%	\$55.32		
7	9/30/10	18,153	778,689	\$10,239,458	\$98.22	\$77,242,423	\$498.13	\$46,348,128	\$317.36	89.1%	\$56.01		
8	12/31/10	18,191	772,970	\$10,590,824	\$104.20	\$89,520,790	\$574.17	\$48,814,665	\$344.43	89.4%	\$56.85		
9	3/31/11	21,011	760,461	\$10,585,320	\$104.74	\$62,929,543	\$489.44	\$41,465,242	\$320.45	84.2%	\$49.76		
10	6/30/11	19,013	751,751	\$10,584,719	\$103.77	\$66,405,799	\$500.81	\$43,234,363	\$335.20	85.4%	\$50.70		
11	9/30/11	19,083	745,267	\$10,494,787	\$106.69	\$63,891,925	\$511.95	\$42,746,986	\$339.64	86.3%	\$50.72		
12	12/31/11	17,662	740,072	\$11,379,264	\$116.72	\$64,296,089	\$510.97	\$44,130,265	\$347.63	86.4%	\$54.41		
Quarterly Data	Change	-5,158	-115,183	\$510,724	\$24.96	-\$8,619,406	\$49.827	-\$284,096	\$72.29	1.3%	-\$6.74		
	% Change	-22.6%	-13.5%	4.7%	27.2%	-11.8%	10.8%	-0.6%	26.3%	1.5%	-11.0%		
	CAGR	-8.9%	-5.1%	1.7%	9.1%	-4.5%	3.8%	-0.2%	8.8%	0.5%	-4.2%		
	2009	83,506	3,372,194	\$45,785,203	\$13.58	\$302,053,967	\$89.57	\$178,374,342	\$52.90	86.6%	\$61.56		
	2010	67,712	3,118,844	\$41,270,262	\$13.23	\$320,021,659	\$102.61	\$185,484,550	\$59.47	88.4%	\$55.86		
Full Year Data	2011	76,769	2,997,551	\$43,044,090	\$14.36	\$257,523,355	\$85.91	\$171,576,857	\$57.24	85.6%	\$51.39		
	Change	-6,736	-374,643	-\$2,741,113	\$0.78	-\$44,530,612	-\$3.66	-\$6,797,485	\$4.34	-1.0%	-\$10.17		
	% Change	-8.1%	-11.1%	-6.0%	5.8%	-14.7%	-4.1%	-3.8%	8.2%	-1.1%	-16.5%		
	CAGR	-4.1%	-5.7%	-3.0%	2.8%	-7.7%	-2.1%	-1.9%	4.0%	-0.6%	-8.6%		

Appendix: BCBSRI Experience

BCBSRI Small Group				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Earned Premium	Earned Premium	Incurred Claims Total	Incurred Claims	Incurred Claims IP	Incurred Claims IP	Incurred Claims OP	Incurred Claims OP	Incurred Claims OP	Incurred Claims OP
1 (Oldest)	3/31/09	6,617	240,651	\$89,627,880	\$372.44	\$75,647,306	\$314.34	\$16,791,931	\$69.78	\$17,375,197	\$72.20		
2	6/30/09	5,691	233,280	\$87,709,214	\$375.98	\$76,747,926	\$328.99	\$16,573,450	\$71.05	\$17,517,219	\$75.09		
3	9/30/09	5,027	227,667	\$86,406,015	\$379.53	\$72,442,748	\$318.20	\$15,005,938	\$65.91	\$16,231,356	\$71.29		
4	12/31/09	4,863	220,642	\$85,467,606	\$387.36	\$72,437,477	\$328.30	\$13,742,964	\$62.29	\$17,030,720	\$77.19		
5	3/31/10	2,872	214,763	\$83,766,853	\$390.04	\$72,903,221	\$339.46	\$17,929,245	\$83.48	\$17,710,993	\$82.47		
6	6/30/10	4,543	214,394	\$85,758,677	\$400.01	\$73,424,222	\$342.47	\$14,085,454	\$65.70	\$14,642,817	\$68.30		
7	9/30/10	4,543	212,340	\$85,960,609	\$404.83	\$75,021,737	\$353.31	\$15,919,807	\$74.97	\$17,301,646	\$81.48		
8	12/31/10	4,318	208,951	\$88,639,442	\$424.21	\$76,857,158	\$367.82	\$13,580,173	\$64.99	\$14,810,342	\$70.88		
9	3/31/11	6,164	205,736	\$84,447,234	\$410.46	\$72,437,633	\$352.09	\$18,099,028	\$87.97	\$17,121,019	\$83.22		
10	6/30/11	5,237	203,734	\$83,824,966	\$411.44	\$71,615,205	\$351.51	\$15,383,747	\$75.51	\$17,660,291	\$86.68		
11	9/30/11	5,533	201,333	\$85,912,387	\$426.72	\$70,063,193	\$348.00	\$15,331,140	\$76.15	\$17,207,611	\$85.47		
12	12/31/11	4,707	199,769	\$81,795,636	\$409.45	\$70,257,939	\$351.70	\$14,602,910	\$73.10	\$17,501,105	\$87.61		
Quarterly Data	Change	-1,910	-40,882	-\$7,832,244	\$37.01	-\$5,389,367	\$37.35	-\$2,189,021	\$3.32	\$125,909	\$15.41		
	% Change	-28.9%	-17.0%	-8.7%	9.9%	-7.1%	11.9%	-13.0%	4.8%	0.7%	21.3%		
	CAGR	-11.6%	-6.5%	-3.3%	3.5%	-2.7%	4.2%	-5.0%	1.7%	0.3%	7.3%		
	2009	22,197	922,240	\$349,210,715	\$378.65	\$297,275,456	\$322.34	\$62,114,282	\$67.35	\$68,154,491	\$73.90		
Full Year Data	2010	16,276	850,448	\$344,125,581	\$404.64	\$298,206,338	\$350.65	\$61,514,679	\$72.33	\$64,465,798	\$75.80		
	2011	21,641	810,572	\$335,980,222	\$414.50	\$284,373,971	\$350.83	\$63,416,824	\$78.24	\$69,490,026	\$85.73		
	Change	-556	-111,668	-\$13,230,493	\$35.84	-\$12,901,485	\$28.49	\$1,302,542	\$10.89	\$1,335,535	\$11.83		
	% Change	-2.5%	-12.1%	-3.8%	9.5%	-4.3%	8.8%	2.1%	16.2%	2.0%	16.0%		
	CAGR	-1.3%	-6.2%	-1.9%	4.6%	-2.2%	4.3%	1.0%	7.8%	1.0%	7.7%		

				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Incurred Claims Primary Care	Incurred Claims Primary Care	Incurred Claims Other M/S	Incurred Claims Other M/S	Incurred Claims Rx	Incurred Claims Rx	Loss Ratio	Administration		
1 (Oldest)	3/31/09	6,617	240,651	\$3,376,256	\$14.03	\$23,109,026	\$96.03	\$13,953,630	\$57.98	84.4%	\$67.41		
2	6/30/09	5,691	233,280	\$3,376,459	\$14.47	\$24,541,049	\$105.20	\$13,722,551	\$58.82	87.5%	\$62.11		
3	9/30/09	5,027	227,667	\$3,559,600	\$15.64	\$22,839,591	\$100.32	\$13,616,781	\$59.81	83.8%	\$64.91		
4	12/31/09	4,863	220,642	\$3,751,540	\$17.00	\$23,043,226	\$104.44	\$13,707,194	\$62.12	84.8%	\$84.48		
5	3/31/10	2,872	214,763	\$3,135,313	\$14.60	\$20,764,339	\$96.68	\$13,363,331	\$62.22	87.0%	\$65.70		
6	6/30/10	4,543	214,394	\$3,038,502	\$14.17	\$26,399,717	\$123.14	\$15,257,732	\$71.17	85.6%	\$65.81		
7	9/30/10	4,543	212,340	\$3,089,597	\$14.55	\$23,520,395	\$110.77	\$15,190,293	\$71.54	87.3%	\$66.45		
8	12/31/10	4,318	208,951	\$3,198,631	\$15.31	\$29,236,944	\$139.92	\$16,031,068	\$76.72	86.7%	\$67.53		
9	3/31/11	6,164	205,736	\$3,148,181	\$15.30	\$18,989,449	\$92.30	\$13,714,716	\$66.66	85.8%	\$57.33		
10	6/30/11	5,237	203,734	\$3,164,335	\$15.53	\$19,665,288	\$96.52	\$14,376,304	\$70.56	85.4%	\$57.81		
11	9/30/11	5,533	201,333	\$3,093,085	\$15.36	\$18,640,741	\$92.59	\$14,254,481	\$70.80	81.6%	\$58.68		
12	12/31/11	4,707	199,769	\$3,360,220	\$16.82	\$18,642,656	\$93.32	\$14,614,912	\$73.16	85.9%	\$63.65		
Quarterly Data	Change	-1,910	-40,882	-\$16,036	\$2.79	-\$4,466,370	-\$2.706	\$661,282	\$15.18	1.5%	-\$3.76		
	% Change	-28.9%	-17.0%	-0.5%	19.9%	-19.3%	-2.8%	4.7%	26.2%	1.8%	-5.6%		
	CAGR	-11.6%	-6.5%	-0.2%	6.8%	-7.5%	-1.0%	1.7%	8.8%	0.6%	-2.1%		
	2009	22,197	922,240	\$14,063,855	\$15.25	\$93,532,893	\$101.42	\$55,000,156	\$59.64	85.7%	\$73.60		
Full Year Data	2010	16,276	850,448	\$12,462,042	\$14.65	\$99,921,395	\$117.49	\$59,842,424	\$70.37	87.3%	\$67.44		
	2011	21,641	810,572	\$12,765,822	\$15.75	\$75,938,133	\$93.68	\$56,960,413	\$70.27	85.4%	\$60.26		
	Change	-556	-111,668	-\$1,298,033	\$0.50	-\$17,594,760	-\$7.73	\$1,960,257	\$10.63	-0.4%	-\$13.34		
	% Change	-2.5%	-12.1%	-9.2%	3.3%	-18.8%	-7.6%	3.6%	17.8%	-0.4%	-18.1%		
	CAGR	-1.3%	-6.2%	-4.7%	1.6%	-9.9%	-3.9%	1.8%	8.6%	-0.2%	-9.5%		

BCBSRI Large Group				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Earned Premium	Earned Premium	Incurred Claims Total	Incurred Claims	Incurred Claims IP	Incurred Claims IP	Incurred Claims OP	Incurred Claims OP		
1 (Oldest)	3/31/09	12,162	429,123	\$155,379,860	\$362.09	\$134,429,713	\$313.27	\$30,771,290	\$71.71	\$32,730,543	\$76.27		
2	6/30/09	12,116	431,342	\$158,566,172	\$367.61	\$142,167,708	\$329.59	\$32,875,480	\$76.22	\$34,461,402	\$79.89		
3	9/30/09	11,243	422,964	\$154,022,519	\$364.15	\$137,341,873	\$324.71	\$30,373,955	\$71.81	\$33,879,137	\$80.10		
4	12/31/09	10,808	424,918	\$155,426,218	\$365.78	\$133,889,757	\$315.10	\$28,102,037	\$66.14	\$32,206,738	\$75.80		
5	3/31/10	6,889	405,840	\$154,278,182	\$380.15	\$134,067,001	\$330.34	\$33,440,607	\$82.40	\$34,098,596	\$84.02		
6	6/30/10	9,978	405,459	\$151,992,222	\$374.86	\$134,326,837	\$331.30	\$26,587,390	\$65.57	\$28,764,540	\$70.94		
7	9/30/10	9,803	395,911	\$149,395,285	\$377.35	\$132,518,250	\$334.72	\$28,027,889	\$70.79	\$31,711,908	\$80.10		
8	12/31/10	10,194	388,546	\$146,896,776	\$378.07	\$131,178,515	\$340.19	\$24,322,405	\$62.60	\$27,897,909	\$71.80		
9	3/31/11	11,279	368,670	\$146,381,063	\$397.05	\$121,082,469	\$328.43	\$30,421,021	\$82.52	\$29,877,399	\$81.04		
10	6/30/11	10,250	365,863	\$149,127,584	\$407.60	\$124,908,072	\$341.41	\$29,555,183	\$80.78	\$31,603,847	\$86.38		
11	9/30/11	10,256	367,421	\$141,139,454	\$384.14	\$122,811,911	\$334.25	\$29,433,077	\$80.11	\$30,992,514	\$84.35		
12	12/31/11	9,219	368,315	\$146,395,413	\$397.47	\$123,493,529	\$335.29	\$27,214,708	\$73.89	\$31,598,916	\$85.79		
Quarterly Data	Change	-2,943	-60,808	-\$8,984,448	\$35.59	-\$10,936,184	\$22.03	-\$3,556,582	\$2.18	-\$1,151,626	\$9.52		
	% Change	-24.2%	-14.2%	-5.8%	9.8%	-8.1%	7.0%	-11.6%	3.0%	-3.5%	12.5%		
	CAGR	-9.6%	-5.4%	-2.1%	3.4%	-3.0%	2.5%	-4.4%	1.1%	-1.3%	4.4%		
	2009	46,329	1,708,347	\$623,394,770	\$364.91	\$547,829,051	\$320.68	\$122,122,762	\$71.49	\$133,277,820	\$78.02		
Full Year Data	2010	36,864	1,595,756	\$602,562,466	\$377.60	\$533,090,604	\$334.07	\$112,378,290	\$70.42	\$122,472,952	\$76.75		
	2011	41,004	1,470,269	\$583,043,514	\$396.56	\$492,295,982	\$334.83	\$116,623,990	\$79.32	\$124,072,677	\$84.39		
	Change	-5,325	-238,078	-\$40,351,256	\$31.64	-\$55,533,069	\$14.16	-\$5,498,772	\$7.84	-\$9,205,143	\$6.37		
	% Change	-11.5%	-13.9%	-6.5%	8.7%	-10.1%	4.4%	-4.5%	11.0%	-6.9%	8.2%		
	CAGR	-5.9%	-7.2%	-3.3%	4.2%	-5.2%	2.2%	-2.3%	5.3%	-3.5%	4.0%		

				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Incurred Claims Primary Care	Incurred Claims Primary Care	Incurred Claims Other M/S	Incurred Claims Other M/S	Incurred Claims Rx	Incurred Claims Rx	Loss Ratio	Administration		
1 (Oldest)	3/31/09	12,162	429,123	\$4,843,012	\$11.29	\$41,496,679	\$96.70	\$22,731,429	\$52.97	86.5%	\$61.47		
2	6/30/09	12,116	431,342	\$4,974,332	\$11.53	\$44,853,090	\$103.98	\$23,122,574	\$53.61	89.7%	\$54.52		
3	9/30/09	11,243	422,964	\$5,202,999	\$12.30	\$43,227,450	\$102.20	\$22,448,491	\$53.07	89.2%	\$56.71		
4	12/31/09	10,808	424,918	\$5,709,529	\$13.44	\$42,588,167	\$100.23	\$23,045,798	\$54.24	86.1%	\$71.17		
5	3/31/10	6,889	405,840	\$4,815,026	\$11.86	\$39,314,940	\$96.87	\$22,397,832	\$55.19	86.9%	\$51.41		
6	6/30/10	9,978	405,459	\$4,582,953	\$11.30	\$49,558,239	\$122.23	\$24,833,716	\$61.25	88.4%	\$51.46		
7	9/30/10	9,803	395,911	\$4,522,651	\$11.42	\$44,556,047	\$112.54	\$23,699,755	\$59.86	88.7%	\$52.70		
8	12/31/10	10,194	388,546	\$4,587,562	\$11.81	\$50,748,407	\$130.61	\$24,622,233	\$63.37	90.0%	\$53.70		
9	3/31/11	11,279	368,670	\$4,553,062	\$12.35	\$33,939,019	\$92.06	\$19,641,795	\$53.28	82.7%	\$53.04		
10	6/30/11	10,250	365,863	\$4,513,085	\$12.34	\$36,202,216	\$98.95	\$20,383,567	\$55.71	83.8%	\$54.37		
11	9/30/11	10,256	367,421	\$4,473,478	\$12.18	\$34,857,372	\$94.87	\$20,073,558	\$54.63	87.0%	\$53.47		
12	12/31/11	9,219	368,315	\$4,780,297	\$12.98	\$35,901,733	\$97.48	\$21,015,964	\$57.06	84.4%	\$57.88		
Quarterly Data	Change	-2.943	-60,808	-\$62,714	\$1.69	-\$5,594,946	\$0.774	-\$1,715,465	\$4.09	-2.2%	-\$3.59		
	% Change	-24.2%	-14.2%	-15.0%	15.0%	-13.5%	0.8%	-7.7%	7.7%	-2.5%	-5.8%		
	CAGR	-9.6%	-5.4%	-0.5%	5.2%	-5.1%	0.3%	-2.8%	2.7%	-0.9%	-2.2%		
	2009	46,329	1,708,347	\$20,729,871	\$12.13	\$172,165,386	\$100.78	\$91,348,292	\$53.47	87.9%	\$56.87		
	2010	36,864	1,595,756	\$18,508,192	\$11.60	\$184,177,633	\$115.42	\$95,553,537	\$59.88	88.5%	\$48.69		
	2011	41,004	1,470,269	\$18,319,922	\$12.46	\$140,900,339	\$95.83	\$81,114,884	\$55.17	84.4%	\$50.99		
Full Year Data	Change	-5,325	-238,078	-\$2,409,949	\$0.33	-\$31,265,046	-\$4.95	-\$10,233,408	\$1.70	-3.4%	-\$5.87		
	% Change	-11.5%	-13.9%	-11.6%	2.7%	-18.2%	-4.9%	-11.2%	3.2%	-3.9%	-10.3%		
	CAGR	-5.9%	-7.2%	-6.0%	1.3%	-9.5%	-2.5%	-5.8%	1.6%	-2.0%	-5.3%		

Appendix: Tufts Experience

Tufts Small Group (HMO + PPO)				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Earned Premium	Earned Premium	Incurred Claims Total	Incurred Claims	Incurred Claims IP	Incurred Claims IP	Incurred Claims OP	Incurred Claims OP	Incurred Claims OP	Incurred Claims OP
1 (Oldest)	3/31/09	7	1,102	\$405,221	\$367.71	\$701,562	\$636.63	\$468,348	\$425.00	\$61,421	\$55.74		
2	6/30/09	33	3,007	\$1,042,273	\$346.62	\$1,331,406	\$442.77	\$573,675	\$190.78	\$187,236	\$62.27		
3	9/30/09	15	4,406	\$1,485,832	\$337.23	\$1,138,847	\$258.48	\$156,559	\$35.53	\$336,764	\$76.43		
4	12/31/09	70	5,493	\$1,849,671	\$336.73	\$1,489,276	\$271.12	\$348,304	\$63.41	\$313,918	\$57.15		
5	3/31/10	18	5,284	\$1,747,061	\$330.63	\$1,249,000	\$236.37	\$142,172	\$26.91	\$334,129	\$63.23		
6	6/30/10	22	4,425	\$1,480,785	\$334.64	\$1,223,932	\$276.59	\$283,128	\$63.98	\$282,367	\$63.81		
7	9/30/10	19	3,828	\$1,328,767	\$347.12	\$994,857	\$259.89	\$139,645	\$36.48	\$289,441	\$75.61		
8	12/31/10	15	3,453	\$1,251,268	\$362.37	\$1,049,438	\$303.92	\$169,553	\$49.10	\$249,856	\$72.36		
9	3/31/11	16	3,138	\$1,161,902	\$370.27	\$1,073,033	\$341.95	\$211,673	\$67.45	\$254,972	\$81.25		
10	6/30/11	5	2,955	\$1,111,290	\$376.07	\$742,453	\$251.25	\$36,735	\$12.43	\$218,162	\$73.83		
11	9/30/11	18	2,665	\$1,035,796	\$388.67	\$1,002,173	\$376.05	\$236,901	\$88.89	\$257,796	\$96.73		
12	12/31/11	13	2,553	\$1,039,597	\$407.21	\$737,615	\$288.92	\$63,178	\$24.75	\$204,645	\$80.16		
Quarterly Data	Change	6	1,451	\$634,377	\$39.49	\$36,052	-\$347.71	-\$405,170	-\$400.25	\$143,225	\$24.42		
	% Change	92.0%	131.7%	156.6%	10.7%	5.1%	-54.6%	-86.5%	-94.2%	233.2%	43.8%		
	CAGR	26.8%	35.7%	40.9%	3.8%	1.8%	-25.0%	-51.7%	-64.4%	54.9%	14.1%		
	2009	125	14,008	\$4,782,997	\$341.45	\$4,661,091	\$332.74	\$1,546,886	\$110.43	\$899,339	\$64.20		
Full Year Data	2010	74	16,990	\$5,807,881	\$341.84	\$4,517,227	\$265.88	\$734,498	\$43.23	\$1,155,793	\$68.03		
	2011	53	11,311	\$4,348,585	\$384.46	\$3,555,275	\$314.32	\$548,487	\$48.49	\$935,575	\$82.71		
	Change	-72	-2,697	-\$434,412	\$43.01	-\$1,105,817	-\$18.42	-\$998,398	-\$61.94	\$36,236	\$18.51		
	% Change	-57.3%	-19.3%	-9.1%	12.6%	-23.7%	-5.5%	-64.5%	-56.1%	4.0%	28.8%		
	CAGR	-34.6%	-10.1%	-4.6%	6.1%	-12.7%	-2.8%	-40.5%	-33.7%	2.0%	13.5%		

				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Incurred Claims Primary Care	Incurred Claims Primary Care	Incurred Claims Other M/S	Incurred Claims Other M/S	Incurred Claims Rx	Incurred Claims Rx	Loss Ratio	Administration		
1 (Oldest)	3/31/09	7	1,102	\$23,191	\$21.04	\$111,445	\$101.13	\$37,158	\$33.72	175.4%	\$66.02		
2	6/30/09	33	3,007	\$57,272	\$19.05	\$406,296	\$135.12	\$106,926	\$35.56	130.1%	\$66.02		
3	9/30/09	15	4,406	\$88,539	\$20.09	\$403,941	\$91.68	\$153,045	\$34.74	79.0%	\$64.98		
4	12/31/09	70	5,493	\$120,048	\$21.85	\$502,673	\$91.51	\$204,333	\$37.20	82.9%	\$64.83		
5	3/31/10	18	5,284	\$114,739	\$21.71	\$454,532	\$86.02	\$203,428	\$38.50	73.8%	\$55.73		
6	6/30/10	22	4,425	\$97,864	\$22.12	\$380,483	\$85.98	\$180,090	\$40.70	84.9%	\$55.61		
7	9/30/10	19	3,828	\$87,463	\$22.85	\$321,399	\$83.96	\$156,910	\$40.99	77.0%	\$55.50		
8	12/31/10	15	3,453	\$84,425	\$24.45	\$364,702	\$105.62	\$180,903	\$52.39	86.0%	\$55.60		
9	3/31/11	16	3,138	\$86,391	\$27.53	\$341,797	\$108.92	\$178,200	\$56.79	94.2%	\$50.76		
10	6/30/11	5	2,955	\$71,004	\$24.03	\$260,831	\$88.27	\$155,721	\$52.70	68.6%	\$50.80		
11	9/30/11	18	2,665	\$67,556	\$25.35	\$289,944	\$108.80	\$149,977	\$56.28	98.5%	\$50.86		
12	12/31/11	13	2,553	\$67,024	\$26.25	\$263,196	\$103.09	\$139,572	\$54.67	72.6%	\$50.90		
Quarterly Data	Change	6	1,451	\$43,832	\$6.16	-\$140,745	\$11.413	-\$13,473	\$19.93	-6.4%	-\$14.08		
	% Change	92.0%	131.7%	189.0%	24.7%	136.2%	1.9%	275.6%	62.1%	-58.6%	-22.9%		
	CAGR	26.8%	35.7%	47.1%	8.4%	36.7%	0.7%	61.8%	19.2%	-27.4%	-9.0%		
	2009	125	14,008	\$289,049	\$20.63	\$1,424,355	\$101.68	\$501,462	\$35.80	97.5%	\$	65.22	
Full Year Data	2010	74	16,990	\$384,490	\$22.63	\$1,521,116	\$89.53	\$721,331	\$42.46	77.8%	\$	55.62	
	2011	53	11,311	\$291,975	\$25.81	\$1,155,767	\$102.18	\$623,470	\$55.12	81.8%	\$	50.83	
	Change	-72	-2,697	\$2,925	\$5.18	-\$268,588	\$0.50	\$122,008	\$19.32	-15.7%	-\$14.40		
	% Change	-57.3%	-19.3%	1.0%	25.1%	-18.9%	0.5%	24.3%	54.0%	-16.1%	-22.1%		
	CAGR	-34.6%	-10.1%	0.5%	11.8%	-9.9%	0.2%	11.5%	24.1%	-8.4%	-11.7%		

Tufts Large Group (HMO + PPO)				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Earned Premium	Earned Premium	Incurred Claims Total	Incurred Claims	Incurred Claims IP	Incurred Claims IP	Incurred Claims OP	Incurred Claims OP	Incurred Claims OP	Incurred Claims OP
1 (Oldest)	3/31/09	16	2,357	\$895,234	\$379.82	\$778,094	\$330.12	\$167,486	\$71.06	\$266,832	\$113.21		
2	6/30/09	57	4,984	\$1,886,389	\$378.49	\$1,428,578	\$286.63	\$305,927	\$61.38	\$382,248	\$76.69		
3	9/30/09	100	7,262	\$2,762,618	\$380.42	\$2,726,521	\$375.45	\$981,671	\$135.18	\$600,644	\$82.71		
4	12/31/09	158	8,979	\$3,287,308	\$366.11	\$2,995,690	\$333.63	\$528,032	\$58.81	\$770,726	\$85.84		
5	3/31/10	351	11,580	\$4,389,368	\$379.05	\$4,156,846	\$358.97	\$1,207,487	\$104.27	\$926,674	\$80.02		
6	6/30/10	229	11,610	\$4,406,234	\$379.52	\$3,505,964	\$301.98	\$596,556	\$51.38	\$966,921	\$83.28		
7	9/30/10	201	11,748	\$4,611,668	\$392.55	\$3,620,475	\$308.18	\$712,350	\$60.64	\$912,010	\$77.63		
8	12/31/10	193	11,980	\$4,774,108	\$398.51	\$3,944,206	\$329.23	\$774,300	\$64.63	\$1,002,506	\$83.68		
9	3/31/11	274	11,631	\$4,683,387	\$402.66	\$3,910,734	\$336.23	\$803,149	\$69.05	\$1,074,421	\$92.38		
10	6/30/11	271	11,583	\$4,701,635	\$405.91	\$4,207,743	\$363.27	\$798,635	\$68.95	\$1,118,200	\$96.54		
11	9/30/11	296	11,470	\$4,575,295	\$398.89	\$4,464,000	\$389.19	\$1,009,207	\$87.99	\$1,220,224	\$106.38		
12	12/31/11	245	11,520	\$4,624,579	\$401.44	\$4,585,070	\$398.01	\$1,077,694	\$93.55	\$1,136,978	\$98.70		
Quarterly Data	Change	229	9,163	\$3,729,344	\$21.62	\$3,806,976	\$67.89	\$910,208	\$22.49	\$870,147	-\$14.51		
	% Change	1419.9%	388.8%	416.6%	5.7%	489.3%	20.6%	543.5%	31.7%	326.1%	-12.8%		
	CAGR	169.0%	78.1%	81.7%	2.0%	90.6%	7.0%	96.8%	10.5%	69.4%	-4.9%		
	2009	331	23,582	\$8,831,550	\$374.50	\$7,928,882	\$336.23	\$1,983,116	\$84.09	\$2,020,449	\$85.68		
Full Year Data	2010	974	46,918	\$18,181,378	\$387.51	\$15,227,490	\$324.56	\$3,290,694	\$70.14	\$3,808,111	\$81.17		
	2011	1,087	46,204	\$18,584,896	\$402.24	\$17,167,547	\$371.56	\$3,688,685	\$79.83	\$4,549,824	\$98.47		
	Change	755	22,622	\$9,753,346	\$27.73	\$9,238,665	\$35.33	\$1,705,569	-\$4.26	\$2,529,374	\$12.79		
	% Change	228.1%	95.9%	110.4%	7.4%	116.5%	10.5%	86.0%	-5.1%	125.2%	14.9%		
	CAGR	81.1%	40.0%	45.1%	3.6%	47.1%	5.1%	36.4%	-2.6%	50.1%	7.2%		

				PMPM		PMPM		PMPM		PMPM				
Quarter	End Date	IP Days	Member Months	Incurred Claims Primary Care	Incurred Claims Primary Care	Incurred Claims Other M/S	Incurred Claims Other M/S	Incurred Claims Rx	Incurred Claims Rx	Loss Ratio	Administration			
1 (Oldest)	3/31/09	16	2,357	\$42,046	\$17.84	\$188,476	\$79.96	\$113,254	\$48.05	88.9%	\$59.55			
	6/30/09	57	4,984	\$98,764	\$19.82	\$365,250	\$73.28	\$276,390	\$55.46	77.7%	\$59.55			
3	9/30/09	100	7,262	\$130,196	\$17.93	\$587,058	\$80.84	\$426,951	\$58.79	100.6%	\$59.05			
4	12/31/09	158	8,979	\$178,539	\$19.88	\$960,373	\$106.96	\$558,020	\$62.15	93.1%	\$58.13			
5	3/31/10	351	11,580	\$223,854	\$19.33	\$1,133,132	\$97.85	\$665,699	\$57.49	96.5%	\$48.82			
6	6/30/10	229	11,610	\$216,895	\$18.68	\$1,065,841	\$91.80	\$659,751	\$56.83	81.4%	\$48.72			
7	9/30/10	201	11,748	\$231,881	\$19.74	\$1,058,076	\$90.06	\$706,158	\$60.11	80.3%	\$48.76			
8	12/31/10	193	11,980	\$262,350	\$21.90	\$1,175,653	\$98.13	\$729,397	\$60.88	84.4%	\$48.75			
9	3/31/11	274	11,631	\$228,460	\$19.64	\$1,120,587	\$96.34	\$684,117	\$58.82	85.1%	\$49.72			
10	6/30/11	271	11,583	\$243,303	\$21.01	\$1,279,327	\$110.45	\$768,278	\$66.33	91.1%	\$49.90			
11	9/30/11	296	11,470	\$250,001	\$21.80	\$1,228,164	\$107.08	\$756,403	\$65.95	99.2%	\$50.02			
12	12/31/11	245	11,520	\$274,987	\$23.87	\$1,321,341	\$114.70	\$774,070	\$67.19	100.7%	\$50.05			
Quarterly Data	Change	229	9,163	\$232,942	\$6.03	\$1,132,865	\$34.735	\$660,816	\$19.14	11.9%	-\$9.50			
	% Change	1419.9%	388.8%	554.0%	33.8%	601.1%	43.4%	583.5%	39.8%	13.4%	-16.0%			
	CAGR	169.0%	78.1%	98.0%	11.2%	103.0%	14.0%	101.2%	13.0%	4.7%	-6.1%			
	2009	331	23,582	\$449,544	\$19.06	\$2,101,157	\$89.10	\$1,374,616	\$58.29	89.8%	\$	58.86		
Full Year Data	2010	974	46,918	\$934,979	\$19.93	\$4,432,702	\$94.48	\$2,761,005	\$58.85	83.8%	\$	48.76		
	2011	1,087	46,204	\$996,752	\$21.57	\$4,949,418	\$107.12	\$2,982,868	\$64.56	92.4%	\$	49.92		
Full Year Data	Change	755	22,622	\$547,208	\$2.51	\$2,848,261	\$18.02	\$1,608,252	\$6.27	2.6%	-\$8.93			
	% Change	228.1%	95.9%	121.7%	13.2%	135.6%	20.2%	117.0%	10.8%	2.9%	-15.2%			
	CAGR	81.1%	40.0%	48.9%	6.4%	53.5%	9.6%	47.3%	5.2%	1.4%	-7.9%			

Appendix: United Experience

United Small Group				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Earned Premium	Earned Premium	Incurred Claims Total	Incurred Claims	Incurred Claims IP	Incurred Claims IP	Incurred Claims OP	Incurred Claims OP	Incurred Claims OP	Incurred Claims OP
1 (Oldest)	3/31/09	1,022	55,594	\$18,013,109	\$324.01	\$14,087,534	\$253.40	\$3,290,743	\$59.19	\$4,478,690	\$80.56		
2	6/30/09	940	57,262	\$18,550,627	\$323.96	\$15,103,107	\$263.75	\$3,498,915	\$61.10	\$5,027,763	\$87.80		
3	9/30/09	954	58,800	\$19,226,522	\$326.98	\$14,719,562	\$250.33	\$3,065,835	\$52.14	\$4,871,966	\$82.86		
4	12/31/09	1,215	61,560	\$20,146,036	\$327.26	\$16,833,485	\$273.45	\$4,106,259	\$66.70	\$5,392,668	\$87.60		
5	3/31/10	1,186	60,474	\$19,926,838	\$329.51	\$16,474,218	\$272.42	\$4,240,998	\$70.13	\$5,196,167	\$85.92		
6	6/30/10	1,191	61,666	\$20,353,951	\$330.07	\$16,178,514	\$262.36	\$3,807,696	\$61.75	\$4,962,911	\$80.48		
7	9/30/10	1,612	64,302	\$21,368,393	\$332.31	\$19,414,648	\$301.93	\$5,687,893	\$88.46	\$5,726,526	\$89.06		
8	12/31/10	1,093	67,869	\$22,786,307	\$335.74	\$20,250,800	\$298.38	\$4,144,250	\$61.06	\$7,305,384	\$107.64		
9	3/31/11	992	67,772	\$23,084,033	\$340.61	\$18,985,975	\$280.14	\$4,114,396	\$60.71	\$6,022,986	\$88.87		
10	6/30/11	1,073	66,777	\$23,088,998	\$345.76	\$19,368,919	\$290.05	\$4,367,624	\$65.41	\$6,166,770	\$92.35		
11	9/30/11	1,080	66,589	\$23,295,884	\$349.85	\$19,697,860	\$295.81	\$4,205,109	\$63.15	\$6,544,324	\$98.28		
12	12/31/11	1,100	65,274	\$23,231,304	\$355.90	\$19,921,648	\$305.20	\$4,248,280	\$65.08	\$6,538,011	\$100.16		
Quarterly Data	Change	78	9,680	\$5,218,195	\$31.89	\$5,834,113	\$51.80	\$957,537	\$5.89	\$2,059,321	\$19.60		
	% Change	7.6%	17.4%	29.0%	9.8%	41.4%	20.4%	29.1%	10.0%	46.0%	24.3%		
	CAGR	3.7%	6.0%	9.7%	3.5%	13.4%	7.0%	9.7%	3.5%	14.7%	8.2%		
	2009	4,131	233,216	\$75,936,295	\$325.60	\$60,743,689	\$260.46	\$13,961,751	\$59.87	\$19,771,086	\$84.78		
	2010	5,081	254,311	\$84,435,490	\$332.02	\$72,318,179	\$284.37	\$17,880,837	\$70.31	\$23,190,987	\$91.19		
2011	4,244	266,412	\$92,700,220	\$347.96	\$77,974,401	\$292.68	\$16,935,408	\$63.57	\$25,272,092	\$94.86			
Full Year Data	Change	113	33,196	\$16,763,924	\$22.35	\$17,230,712	\$32.22	\$2,973,657	\$3.70	\$5,501,005	\$10.09		
	% Change	2.7%	14.2%	22.1%	6.9%	28.4%	12.4%	21.3%	6.2%	27.8%	11.9%		
	CAGR	1.4%	6.9%	10.5%	3.4%	13.3%	6.0%	10.1%	3.0%	13.1%	5.8%		

				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Incurred Claims Primary Care	Incurred Claims Primary Care	Incurred Claims Other M/S	Incurred Claims Other M/S	Incurred Claims Rx	Incurred Claims Rx	Loss Ratio	Administration		
1 (Oldest)	3/31/09	1,022	55,594	\$707,017	\$12.72	\$2,377,609	\$42.77	\$2,249,799	\$40.47	78.2%	\$55.29		
2	6/30/09	940	57,262	\$727,558	\$12.71	\$2,559,303	\$44.69	\$2,276,379	\$39.75	81.4%	\$55.29		
3	9/30/09	954	58,800	\$781,669	\$13.29	\$2,578,012	\$43.84	\$2,381,677	\$40.50	76.6%	\$55.80		
4	12/31/09	1,215	61,560	\$899,219	\$14.61	\$2,798,749	\$45.46	\$2,547,352	\$41.38	83.6%	\$55.85		
5	3/31/10	1,186	60,474	\$817,717	\$13.52	\$2,696,809	\$44.59	\$2,470,233	\$40.85	82.7%	\$54.10		
6	6/30/10	1,191	61,666	\$818,993	\$13.28	\$2,906,853	\$47.14	\$2,609,027	\$42.31	79.5%	\$54.26		
7	9/30/10	1,612	64,302	\$925,953	\$14.40	\$3,286,601	\$51.11	\$2,668,771	\$41.50	90.9%	\$53.06		
8	12/31/10	1,093	67,869	\$1,047,001	\$15.43	\$3,381,664	\$49.83	\$3,191,528	\$47.02	88.9%	\$53.82		
9	3/31/11	992	67,772	\$999,735	\$14.75	\$3,400,702	\$50.18	\$2,925,341	\$43.16	82.2%	\$33.41		
10	6/30/11	1,073	66,777	\$1,018,962	\$15.26	\$3,437,449	\$51.48	\$2,970,060	\$44.48	83.9%	\$33.92		
11	9/30/11	1,080	66,589	\$1,038,287	\$15.59	\$3,486,962	\$52.37	\$2,960,707	\$44.46	84.6%	\$34.32		
12	12/31/11	1,100	65,274	\$1,222,464	\$18.73	\$3,141,544	\$48.13	\$3,019,366	\$46.26	85.8%	\$34.91		
Quarterly Data	Change	78	9,680	\$515,446	\$6.01	\$763,936	\$5.36	\$769,567	\$5.79	7.5%	-\$20.38		
	% Change	7.6%	17.4%	72.9%	47.3%	32.1%	12.5%	34.2%	14.3%	9.6%	-37.4%		
	CAGR	3.7%	6.0%	22.0%	15.1%	10.7%	4.4%	11.3%	5.0%	3.4%	-15.4%		
	2009	4,131	233,216	\$3,115,464	\$13.36	\$10,313,672	\$44.22	\$9,455,206	\$40.54	80.0%	\$55.57		
	2010	5,081	254,311	\$3,609,665	\$14.19	\$12,271,926	\$48.26	\$10,939,559	\$43.02	86.5%	\$53.80		
2011	4,244	266,412	\$4,279,448	\$16.06	\$13,466,658	\$50.55	\$11,875,474	\$44.58	85.2%	\$34.13			
Full Year Data	Change	113	33,196	\$1,163,984	\$2.70	\$3,152,985	\$6.32	\$2,420,268	\$4.03	5.2%	-\$21.43		
	% Change	2.7%	14.2%	37.4%	20.2%	30.6%	14.3%	25.6%	9.9%	6.5%	-38.6%		
	CAGR	1.4%	6.9%	17.2%	9.7%	14.3%	6.9%	12.1%	4.9%	3.2%	-21.6%		

United Large Group				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Earned Premium	Earned Premium	Incurred Claims Total	Incurred Claims	Incurred Claims IP	Incurred Claims IP	Incurred Claims OP	Incurred Claims OP	Incurred Claims OP	Incurred Claims OP
1 (Oldest)	3/31/09	2,996	126,428	\$42,657,302	\$337.40	\$34,268,947	\$271.06	\$8,205,619	\$64.90	\$10,987,949	\$86.91		
2	6/30/09	2,449	115,349	\$39,215,972	\$339.98	\$32,652,346	\$283.07	\$7,257,346	\$62.92	\$11,058,096	\$95.87		
3	9/30/09	2,532	114,718	\$39,122,403	\$341.03	\$33,176,926	\$289.20	\$8,171,039	\$71.23	\$10,588,895	\$92.30		
4	12/31/09	2,415	114,306	\$39,152,469	\$342.52	\$33,313,077	\$291.44	\$7,795,126	\$68.20	\$10,668,369	\$93.33		
5	3/31/10	1,929	85,844	\$29,563,815	\$344.39	\$25,137,699	\$292.83	\$6,583,160	\$76.69	\$7,904,818	\$92.08		
6	6/30/10	2,160	85,846	\$29,628,888	\$345.14	\$26,903,278	\$313.39	\$6,789,715	\$79.09	\$8,800,900	\$102.52		
7	9/30/10	1,976	90,560	\$31,283,046	\$345.44	\$28,040,093	\$309.63	\$6,963,692	\$76.90	\$9,697,305	\$107.08		
8	12/31/10	2,378	92,171	\$31,955,686	\$346.70	\$28,312,166	\$307.17	\$6,695,243	\$72.64	\$10,043,605	\$108.97		
9	3/31/11	2,286	103,514	\$36,707,009	\$354.61	\$29,935,615	\$289.19	\$7,248,566	\$70.02	\$9,384,424	\$90.66		
10	6/30/11	2,176	100,839	\$36,311,541	\$360.09	\$31,636,576	\$313.73	\$7,715,867	\$76.52	\$10,003,464	\$99.20		
11	9/30/11	1,900	95,789	\$35,162,344	\$367.08	\$30,944,283	\$323.05	\$7,540,800	\$78.72	\$9,769,966	\$101.99		
12	12/31/11	2,378	92,641	\$34,206,019	\$369.23	\$30,385,729	\$327.99	\$7,167,998	\$77.37	\$10,065,676	\$108.65		
Quarterly Data	Change	-618	-33,787	-\$8,451,283	\$31.83	-\$3,883,218	\$56.94	-\$1,037,621	\$12.47	-\$922,273	\$21.74		
	% Change	-20.6%	-26.7%	-19.8%	9.4%	-11.3%	21.0%	-12.6%	19.2%	-8.4%	25.0%		
	CAGR	-10.9%	-10.7%	-7.7%	3.3%	-4.3%	7.2%	-4.8%	6.6%	-3.1%	8.5%		
	2009	10,392	470,801	\$160,148,145	\$340.16	\$133,411,296	\$283.37	\$31,429,130	\$66.76	\$43,303,309	\$91.98		
	2010	8,443	354,421	\$122,431,436	\$345.44	\$108,393,235	\$305.83	\$27,031,809	\$76.27	\$36,446,628	\$102.83		
2011	8,740	392,783	\$142,386,914	\$362.51	\$122,902,203	\$312.90	\$29,673,231	\$75.55	\$39,223,530	\$99.86			
Full Year Data	Change	-1,652	-78,018	-\$17,761,232	\$22.35	-\$10,509,092	\$29.53	-\$1,755,899	\$8.79	-\$4,079,779	\$7.88		
	% Change	-15.9%	-16.6%	-11.1%	6.6%	-7.9%	10.4%	-5.6%	13.2%	-9.4%	8.6%		
	CAGR	-8.3%	-8.7%	-5.7%	3.2%	-4.0%	5.1%	-2.8%	6.4%	-4.8%	4.2%		

				PMPM		PMPM		PMPM		PMPM		PMPM	
Quarter	End Date	IP Days	Member Months	Incurred Claims Primary Care	Incurred Claims Primary Care	Incurred Claims Other M/S	Incurred Claims Other M/S	Incurred Claims Rx	Incurred Claims Rx	Loss Ratio	Administration		
1 (Oldest)	3/31/09	2,996	126,428	\$1,877,017	\$14.85	\$5,632,260	\$44.55	\$5,329,092	\$42.15	80.3%	\$48.95		
2	6/30/09	2,449	115,349	\$1,700,574	\$14.74	\$5,587,729	\$44.44	\$5,007,623	\$43.41	83.3%	\$49.32		
3	9/30/09	2,532	114,718	\$1,738,929	\$15.16	\$5,638,440	\$49.15	\$5,009,809	\$43.67	84.8%	\$49.47		
4	12/31/09	2,415	114,306	\$1,820,898	\$15.93	\$5,658,075	\$49.50	\$5,348,086	\$46.79	85.1%	\$49.69		
5	3/31/10	1,929	85,844	\$1,284,842	\$14.97	\$4,056,733	\$47.26	\$3,743,364	\$43.61	85.0%	\$46.97		
6	6/30/10	2,160	85,846	\$1,293,282	\$15.07	\$4,526,828	\$52.73	\$3,937,555	\$45.87	90.8%	\$47.07		
7	9/30/10	1,976	90,560	\$1,381,914	\$15.26	\$4,499,906	\$49.69	\$3,926,240	\$43.36	89.6%	\$47.11		
8	12/31/10	2,378	92,171	\$1,410,856	\$15.31	\$4,613,421	\$50.05	\$4,059,535	\$44.04	88.6%	\$47.29		
9	3/31/11	2,286	103,514	\$1,569,490	\$15.16	\$5,137,989	\$49.64	\$					